



Posted 02/27/2014 JW
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CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE
REAL ESTATE COMMISSION**

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: DPR.DELAWARE.GOV
EMAIL: customerservice.dpr@state.de.us

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, March 6, 2014 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

**AMENDED AGENDA
(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – February 6, 2014
- 3.0 New Business
 - 3.1 Update from the Commission – Ms. Williams
 - 3.2 Review of Course Provider Applications
 - 3.2.1 Course Provider: Century 21 Gold Key Realty
 - 3.2.1.1 Course Title: Short Sales, Foreclosures, & REO: Delaware
Credit Hours: 3.0
Module: 6
 - 3.2.2 Course Provider: Delaware State University and Johns Hopkins Carey Business School
 - 3.2.2.1 Course Title: CRE Economic Development Strategies/Connectivity to Social Value Creation
Credit Hours: 3.0
Module: 7
 - 3.2.3 Course Provider: Kent County Association of Realtors
 - 3.2.3.1 Course Title: Construction, Environmental Hazards & Wood Destroying Insects
Credit Hours: 3.0
Module: 7
 - 3.2.3.2 Course Title: Stucco – The Nitty Gritty
Credit Hours: 3.0
Module: 7

- 3.2.4 Course Provider: Lorman Business Center, Inc. dba Lorman Education Services
 - 3.2.4.1 Course Title: Landlord and Tenant Law in Delaware
Credit Hours: 8.0
Module(s): 2 & 6
- 3.2.5 Course Provider: Omega Real Estate School
 - 3.2.5.1 Course Title: Intro to Commercial Brokerage
Credit Hours: 3.0
Module: 6
- 3.2.6 Course Provider: Servpro Industries, Inc.
 - 3.2.6.1 Course Title: Understanding Mold in the Restoration Industry
Credit Hours: 3.0
Module: 7
- 3.2.7 Course Provider: Sussex County Association of Realtors
 - 3.2.7.1 Course Title: The Real Estate Professional's Tool Kit
Credit Hours: 9.0
Module: 2, 4 & 5
- 3.2.8 Course Provider: The CE Shop, Inc.
 - 3.2.8.1 Course Title: Delaware Legislative Issues
Credit Hours: 3.0
Module: 5
- 3.2.9 Course Provider: The Frederick Academy of Real Estate
 - 3.2.9.1 Course Title: Delaware 96 Hour Broker/Associate Broker Licensing Course
Credit Hours: 96.0
- *3.2.10 Course Provider: American School of Real Estate Express, LLC
 - 3.2.10.1 Course Title: A Property Manager's War Chest of Tools for Conflict Resolution
Credit Hours: 3.0
Module: 7
 - 3.2.10.2 Course Title: Commercial Real Estate: From the Beginning
Credit Hours: 4.0
Module: 7
 - 3.2.10.3 Course Title: Common Mistakes Every Agent Should Avoid
Credit Hours: 3.0
Module: 7
 - 3.2.10.4 Course Title: Danger in Plain Sight: Understanding Lead Paint for Property Managers
Credit Hours: 3.0
Module: 7
 - 3.2.10.5 Course Title: How to Work with Real Estate Investors – Part I
Credit Hours: 3.0
Module: 7

- 3.2.10.6 Course Title: Mortgages, Loans and Laws – How they Help Your Client
Credit Hours: 3.0
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- 3.2.10.7 Course Title: Niche Marketing: Narrow Your Focus
Credit Hours: 3.0
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- 3.2.10.8 Course Title: Preparing a Listing Agreement – An In-Depth Look
Credit Hours: 4.0
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- 3.2.10.10 Course Title: Simple Questions, Big Consequences: How to Avoid Fair Housing Violations as a Property Manager
Credit Hours: 3.0
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- 3.2.10.11 Course Title: The Ins and Outs of Property Management
Credit Hours: 3.0
Module: 7
- 3.2.10.12 Course Title: The Power of Exchange: Discover the Value of 1031 Tax Deferred Exchanges
Credit Hours: 3.0
Module: 7
- *3.2.11 Course Provider: Central Delaware Real Estate Academy, LLC
 - 3.2.11.1 Course Title: Module 5 – Legislative Update
Credit Hours: 3.0
Module: 5
- *3.2.12 Course Provider: Keller Williams Realty
 - 3.2.12.1 Course Title: Fair Housing The Way It Is!
Credit Hours: 3.0
Module: 1
- *3.2.13 Course Provider: Kent County Association of Realtors
 - 3.2.13.1 Course Title: Basics of Delaware Residential Landlord Tenant Law
Credit Hours: 3.0
Module(s): 3 or 6 or 7
- *3.2.14 Course Provider: Omega Real Estate School
 - 3.2.14.1 Course Title: Commercial Real Estate Documents
Credit Hours: 3.0
Module: 3

3.3 Review of Instructor Applications

3.3.1 William Brady
Continuing Education: Continuing Education Modules 2 & 6

3.3.2 Deborah Galonsky
Continuing Education: Continuing Education Modules 2 & 6

3.3.3 Susan Flood
Continuing Education: Continuing Education Modules 2 & 6

*3.3.4 Terrence Burke
Continuing Education: Continuing Education Modules: 2, 3, 5, 6 and 7 – Investing in Commercial Property; Introduction to Office Leasing; Introduction to Retail Leasing; How to Use HP 12C Financial Calculator

Pre-Licensing: Real Estate Mathematics

Broker's Course: Valuing Real Property; Real Estate Investment; Mathematics

*3.3.5 Robert Fleck
Continuing Education: Continuing Education Modules 1 – 6; Continuing Education Module 7 – A New Look at Contract Law; Commercial Real Estate: From the Beginning; Common Mistakes Every Agent Should Avoid; Demystifying Appraisals; Mortgages, Loans and Laws – How they Help Your Client; Niche Marketing: Narrow Your Focus; Preparing a Listing Agreement; Real Estate Safety: Protect Yourself During a Showing; The Power of Exchange: Discover the value of 1031 Tax Deferred Exchanges

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Continuing Education: Continuing Education Module 7 – How to Work with Real Estate Investors Part 1

*3.3.7 Thomas Martinez
Continuing Education: Continuing Education Module 7 – A Property Manager's War Chest of Tools for Conflict Resolution; Danger in Plain Sight: Understanding Lead Paint for Property Managers; Simple Questions, Big Consequences: How to Avoid Fair Housing Violations as a Property Manager; The Ins and Outs of Property Management

*3.3.8 Francis McCann
Continuing Education: Continuing Education Modules 1, 2, 4, 6 and 7 – CINACS Appraisal

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

*3.3.9 Colin McGowan
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules:
1 – 6; Continuing Education Module 7 – Foreclosure; Short Sales Real Estate Hot
Buttons and Issues

*3.3.10 Susan Mills
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules
1, 2, 4 and 6

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

*3.3.11 Michael Rushe
Continuing Education: Continuing Education Modules 3, 6 and 7 – Residential
Landlord Tenant Code

3.4 Review of Student Requests for Approval of Continuing Education

3.4.1 Student Name: Richard Bryan
Course Title: Introduction to Commercial Real Estate
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

3.4.2 Student Name: Carol Sue Crimmins
Course Title: New Salesperson Module 3 – Seller Representation
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0

Requesting Approval for Module: 7

3.4.3 Student Name: Dawn Holloway
Course Title: New Salesperson Module 3 – Seller Representation
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*3.4.6 Student Name: Richard Flaim
Course Title: Residential Leasing
Course Provider: Delaware Association of Realtors
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Module: 7

- *3.5 Review Request for Reconsideration from Louise Thaxton Requesting Approval to Teach Module 3
- *3.6 Review Request for Course Title Change from Sussex County Association of Realtors
- 4.0 Correspondence
 - 4.1 Change of Ownership from OnCourse Learning
- 5.0 Other Business before the Committee (for discussion only)
- 6.0 Public Comment
- 7.0 Next Meeting – April 3, 2014 at 9:30 a.m.
- 8.0 Adjournment

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- 5.0 Other Business before the Committee (for discussion only)
- 6.0 Public Comment
- 7.0 Next Meeting – April 3, 2014 at 9:30 a.m.
- 8.0 Adjournment

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CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

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REAL ESTATE COMMISSION**

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FAX: (302) 739-2711
WEBSITE: DPR.DELAWARE.GOV
EMAIL: customerservice.dpr@state.de.us

PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, March 6, 2014 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

**AMENDED AGENDA
(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – February 6, 2014
- 3.0 New Business
 - 3.1 Update from the Commission – Ms. Williams
 - 3.2 Review of Course Provider Applications
 - 3.2.1 Course Provider: Century 21 Gold Key Realty
 - 3.2.1.1 Course Title: Short Sales, Foreclosures, & REO: Delaware
Credit Hours: 3.0
Module: 6
 - 3.2.2 Course Provider: Delaware State University and Johns Hopkins Carey Business School
 - 3.2.2.1 Course Title: CRE Economic Development Strategies/Connectivity to Social Value Creation
Credit Hours: 3.0
Module: 7
 - 3.2.3 Course Provider: Kent County Association of Realtors
 - 3.2.3.1 Course Title: Construction, Environmental Hazards & Wood Destroying Insects
Credit Hours: 3.0
Module: 7
 - 3.2.3.2 Course Title: Stucco – The Nitty Gritty
Credit Hours: 3.0
Module: 7

- 3.2.4 Course Provider: Lorman Business Center, Inc. dba Lorman Education Services
 - 3.2.4.1 Course Title: Landlord and Tenant Law in Delaware
Credit Hours: 8.0
Module(s): 2 & 6
- 3.2.5 Course Provider: Omega Real Estate School
 - 3.2.5.1 Course Title: Intro to Commercial Brokerage
Credit Hours: 3.0
Module: 6
- 3.2.6 Course Provider: Servpro Industries, Inc.
 - 3.2.6.1 Course Title: Understanding Mold in the Restoration Industry
Credit Hours: 3.0
Module: 7
- 3.2.7 Course Provider: Sussex County Association of Realtors
 - 3.2.7.1 Course Title: The Real Estate Professional's Tool Kit
Credit Hours: 9.0
Module: 2, 4 & 5
- 3.2.8 Course Provider: The CE Shop, Inc.
 - 3.2.8.1 Course Title: Delaware Legislative Issues
Credit Hours: 3.0
Module: 5
- 3.2.9 Course Provider: The Frederick Academy of Real Estate
 - 3.2.9.1 Course Title: Delaware 96 Hour Broker/Associate Broker Licensing Course
Credit Hours: 96.0
- *3.2.10 Course Provider: American School of Real Estate Express, LLC
 - 3.2.10.1 Course Title: A Property Manager's War Chest of Tools for Conflict Resolution
Credit Hours: 3.0
Module: 7
 - 3.2.10.2 Course Title: Commercial Real Estate: From the Beginning
Credit Hours: 4.0
Module: 7
 - 3.2.10.3 Course Title: Common Mistakes Every Agent Should Avoid
Credit Hours: 3.0
Module: 7
 - 3.2.10.4 Course Title: Danger in Plain Sight: Understanding Lead Paint for Property Managers
Credit Hours: 3.0
Module: 7
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Credit Hours: 3.0
Module: 7

- 3.2.10.6 Course Title: Mortgages, Loans and Laws – How they Help Your Client
Credit Hours: 3.0
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- 3.2.10.7 Course Title: Niche Marketing: Narrow Your Focus
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- 3.2.10.11 Course Title: The Ins and Outs of Property Management
Credit Hours: 3.0
Module: 7
- 3.2.10.12 Course Title: The Power of Exchange: Discover the Value of 1031 Tax Deferred Exchanges
Credit Hours: 3.0
Module: 7
- *3.2.11 Course Provider: Central Delaware Real Estate Academy, LLC
 - 3.2.11.1 Course Title: Module 5 – Legislative Update
Credit Hours: 3.0
Module: 5
- *3.2.12 Course Provider: Keller Williams Realty
 - 3.2.12.1 Course Title: Fair Housing The Way It Is!
Credit Hours: 3.0
Module: 1
- *3.2.13 Course Provider: Kent County Association of Realtors
 - 3.2.13.1 Course Title: Basics of Delaware Residential Landlord Tenant Law
Credit Hours: 3.0
Module(s): 3 or 6 or 7
- *3.2.14 Course Provider: Omega Real Estate School
 - 3.2.14.1 Course Title: Commercial Real Estate Documents
Credit Hours: 3.0
Module: 3

3.3 Review of Instructor Applications

3.3.1 William Brady
Continuing Education: Continuing Education Modules 2 & 6

3.3.2 Deborah Galonsky
Continuing Education: Continuing Education Modules 2 & 6

3.3.3 Susan Flood
Continuing Education: Continuing Education Modules 2 & 6

*3.3.4 Terrence Burke
Continuing Education: Continuing Education Modules: 2, 3, 5, 6 and 7 – Investing in Commercial Property; Introduction to Office Leasing; Introduction to Retail Leasing; How to Use HP 12C Financial Calculator

Pre-Licensing: Real Estate Mathematics

Broker's Course: Valuing Real Property; Real Estate Investment; Mathematics

*3.3.5 Robert Fleck
Continuing Education: Continuing Education Modules 1 – 6; Continuing Education Module 7 – A New Look at Contract Law; Commercial Real Estate: From the Beginning; Common Mistakes Every Agent Should Avoid; Demystifying Appraisals; Mortgages, Loans and Laws – How they Help Your Client; Niche Marketing: Narrow Your Focus; Preparing a Listing Agreement; Real Estate Safety: Protect Yourself During a Showing; The Power of Exchange: Discover the value of 1031 Tax Deferred Exchanges

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Continuing Education: Continuing Education Module 7 – A Property Manager's War Chest of Tools for Conflict Resolution; Danger in Plain Sight: Understanding Lead Paint for Property Managers; Simple Questions, Big Consequences: How to Avoid Fair Housing Violations as a Property Manager; The Ins and Outs of Property Management

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Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules: 1 – 6; Continuing Education Module 7 – Foreclosure; Short Sales Real Estate Hot Buttons and Issues

*3.3.10 Susan Mills
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1, 2, 4 and 6

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

*3.3.11 Michael Rushe
Continuing Education: Continuing Education Modules 3, 6 and 7 – Residential Landlord Tenant Code

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Course Title: Introduction to Commercial Real Estate
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Credit Hours: 3.0
Requesting Approval for Module: 7

3.4.2 Student Name: Carol Sue Crimmins
Course Title: New Salesperson Module 3 – Seller Representation
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0

Requesting Approval for Module: 7

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Landlord Tenant Code

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Requesting Approval for Module: 7

3.4.3 Student Name: Dawn Holloway
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Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

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Course Title: NAR Ethics
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

*3.4.5 Student Name: Mark Souder
Course Title: Real Estate Documents
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

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Course Title: Residential Leasing
Course Provider: Delaware Association of Realtors
Credit Hours: 3.0

Module: 7

- *3.5 Review Request for Reconsideration from Louise Thaxton Requesting Approval to Teach Module 3
- *3.6 Review Request for Course Title Change from Sussex County Association of Realtors
- 4.0 Correspondence
 - 4.1 Change of Ownership from OnCourse Learning
- 5.0 Other Business before the Committee (for discussion only)
- 6.0 Public Comment
- 7.0 Next Meeting – April 3, 2014 at 9:30 a.m.
- 8.0 Adjournment

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, March 6, 2014 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

**AMENDED AGENDA
(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – February 6, 2014
- 3.0 New Business
 - 3.1 Update from the Commission – Ms. Williams
 - 3.2 Review of Course Provider Applications
 - 3.2.1 Course Provider: Century 21 Gold Key Realty
 - 3.2.1.1 Course Title: Short Sales, Foreclosures, & REO: Delaware
Credit Hours: 3.0
Module: 6
 - 3.2.2 Course Provider: Delaware State University and Johns Hopkins Carey Business School
 - 3.2.2.1 Course Title: CRE Economic Development Strategies/Connectivity to Social Value Creation
Credit Hours: 3.0
Module: 7
 - 3.2.3 Course Provider: Kent County Association of Realtors
 - 3.2.3.1 Course Title: Construction, Environmental Hazards & Wood Destroying Insects
Credit Hours: 3.0
Module: 7
 - 3.2.3.2 Course Title: Stucco – The Nitty Gritty
Credit Hours: 3.0
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- 3.2.4 Course Provider: Lorman Business Center, Inc. dba Lorman Education Services
 - 3.2.4.1 Course Title: Landlord and Tenant Law in Delaware
Credit Hours: 8.0
Module(s): 2 & 6
- 3.2.5 Course Provider: Omega Real Estate School
 - 3.2.5.1 Course Title: Intro to Commercial Brokerage
Credit Hours: 3.0
Module: 6
- 3.2.6 Course Provider: Servpro Industries, Inc.
 - 3.2.6.1 Course Title: Understanding Mold in the Restoration Industry
Credit Hours: 3.0
Module: 7
- 3.2.7 Course Provider: Sussex County Association of Realtors
 - 3.2.7.1 Course Title: The Real Estate Professional's Tool Kit
Credit Hours: 9.0
Module: 2, 4 & 5
- 3.2.8 Course Provider: The CE Shop, Inc.
 - 3.2.8.1 Course Title: Delaware Legislative Issues
Credit Hours: 3.0
Module: 5
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 - 3.2.9.1 Course Title: Delaware 96 Hour Broker/Associate Broker Licensing Course
Credit Hours: 96.0
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 - 3.2.10.1 Course Title: A Property Manager's War Chest of Tools for Conflict Resolution
Credit Hours: 3.0
Module: 7
 - 3.2.10.2 Course Title: Commercial Real Estate: From the Beginning
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Module: 7
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Credit Hours: 3.0
Module: 7
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Credit Hours: 3.0
Module: 7
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Module: 7

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Credit Hours: 3.0
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Module: 5
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Credit Hours: 3.0
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Credit Hours: 3.0
Module(s): 3 or 6 or 7
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 - 3.2.14.1 Course Title: Commercial Real Estate Documents
Credit Hours: 3.0
Module: 3

3.3 Review of Instructor Applications

3.3.1 William Brady
Continuing Education: Continuing Education Modules 2 & 6

3.3.2 Deborah Galonsky
Continuing Education: Continuing Education Modules 2 & 6

3.3.3 Susan Flood
Continuing Education: Continuing Education Modules 2 & 6

*3.3.4 Terrence Burke
Continuing Education: Continuing Education Modules: 2, 3, 5, 6 and 7 – Investing in Commercial Property; Introduction to Office Leasing; Introduction to Retail Leasing; How to Use HP 12C Financial Calculator

Pre-Licensing: Real Estate Mathematics

Broker's Course: Valuing Real Property; Real Estate Investment; Mathematics

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Continuing Education: Continuing Education Modules 1 – 6; Continuing Education Module 7 – A New Look at Contract Law; Commercial Real Estate: From the Beginning; Common Mistakes Every Agent Should Avoid; Demystifying Appraisals; Mortgages, Loans and Laws – How they Help Your Client; Niche Marketing: Narrow Your Focus; Preparing a Listing Agreement; Real Estate Safety: Protect Yourself During a Showing; The Power of Exchange: Discover the value of 1031 Tax Deferred Exchanges

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Continuing Education: Continuing Education Module 7 – How to Work with Real Estate Investors Part 1

*3.3.7 Thomas Martinez
Continuing Education: Continuing Education Module 7 – A Property Manager's War Chest of Tools for Conflict Resolution; Danger in Plain Sight: Understanding Lead Paint for Property Managers; Simple Questions, Big Consequences: How to Avoid Fair Housing Violations as a Property Manager; The Ins and Outs of Property Management

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Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

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Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules: 1 – 6; Continuing Education Module 7 – Foreclosure; Short Sales Real Estate Hot Buttons and Issues

*3.3.10 Susan Mills
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1, 2, 4 and 6

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*3.3.11 Michael Rushe
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Course Title: Introduction to Commercial Real Estate
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Credit Hours: 3.0
Requesting Approval for Module: 7

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**PLACE: Division of Professional Regulation
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(Amended items are denoted with an asterisk)**

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Module: 7
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Continuing Education: Continuing Education Modules 1, 2, 4, 6 and 7 – CINACS Appraisal

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

*3.3.9 Colin McGowan
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules: 1 – 6; Continuing Education Module 7 – Foreclosure; Short Sales Real Estate Hot Buttons and Issues

*3.3.10 Susan Mills
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1, 2, 4 and 6

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

*3.3.11 Michael Rushe
Continuing Education: Continuing Education Modules 3, 6 and 7 – Residential Landlord Tenant Code

3.4 Review of Student Requests for Approval of Continuing Education

3.4.1 Student Name: Richard Bryan
Course Title: Introduction to Commercial Real Estate
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

3.4.2 Student Name: Carol Sue Crimmins
Course Title: New Salesperson Module 3 – Seller Representation
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0

Requesting Approval for Module: 7

3.4.3 Student Name: Dawn Holloway
Course Title: New Salesperson Module 3 – Seller Representation
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

3.4.4 Student Name: Kathleen Irwin
Course Title: NAR Ethics
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

*3.4.5 Student Name: Mark Souder
Course Title: Real Estate Documents
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

*3.4.6 Student Name: Richard Flaim
Course Title: Residential Leasing
Course Provider: Delaware Association of Realtors
Credit Hours: 3.0

Module: 7

- *3.5 Review Request for Reconsideration from Louise Thaxton Requesting Approval to Teach Module 3
- *3.6 Review Request for Course Title Change from Sussex County Association of Realtors
- 4.0 Correspondence
 - 4.1 Change of Ownership from OnCourse Learning
- 5.0 Other Business before the Committee (for discussion only)
- 6.0 Public Comment
- 7.0 Next Meeting – April 3, 2014 at 9:30 a.m.
- 8.0 Adjournment

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, March 6, 2014 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

**AMENDED AGENDA
(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – February 6, 2014
- 3.0 New Business
 - 3.1 Update from the Commission – Ms. Williams
 - 3.2 Review of Course Provider Applications
 - 3.2.1 Course Provider: Century 21 Gold Key Realty
 - 3.2.1.1 Course Title: Short Sales, Foreclosures, & REO: Delaware
Credit Hours: 3.0
Module: 6
 - 3.2.2 Course Provider: Delaware State University and Johns Hopkins Carey Business School
 - 3.2.2.1 Course Title: CRE Economic Development Strategies/Connectivity to Social Value Creation
Credit Hours: 3.0
Module: 7
 - 3.2.3 Course Provider: Kent County Association of Realtors
 - 3.2.3.1 Course Title: Construction, Environmental Hazards & Wood Destroying Insects
Credit Hours: 3.0
Module: 7
 - 3.2.3.2 Course Title: Stucco – The Nitty Gritty
Credit Hours: 3.0
Module: 7

- 3.2.4 Course Provider: Lorman Business Center, Inc. dba Lorman Education Services
 - 3.2.4.1 Course Title: Landlord and Tenant Law in Delaware
Credit Hours: 8.0
Module(s): 2 & 6
- 3.2.5 Course Provider: Omega Real Estate School
 - 3.2.5.1 Course Title: Intro to Commercial Brokerage
Credit Hours: 3.0
Module: 6
- 3.2.6 Course Provider: Servpro Industries, Inc.
 - 3.2.6.1 Course Title: Understanding Mold in the Restoration Industry
Credit Hours: 3.0
Module: 7
- 3.2.7 Course Provider: Sussex County Association of Realtors
 - 3.2.7.1 Course Title: The Real Estate Professional's Tool Kit
Credit Hours: 9.0
Module: 2, 4 & 5
- 3.2.8 Course Provider: The CE Shop, Inc.
 - 3.2.8.1 Course Title: Delaware Legislative Issues
Credit Hours: 3.0
Module: 5
- 3.2.9 Course Provider: The Frederick Academy of Real Estate
 - 3.2.9.1 Course Title: Delaware 96 Hour Broker/Associate Broker Licensing Course
Credit Hours: 96.0
- *3.2.10 Course Provider: American School of Real Estate Express, LLC
 - 3.2.10.1 Course Title: A Property Manager's War Chest of Tools for Conflict Resolution
Credit Hours: 3.0
Module: 7
 - 3.2.10.2 Course Title: Commercial Real Estate: From the Beginning
Credit Hours: 4.0
Module: 7
 - 3.2.10.3 Course Title: Common Mistakes Every Agent Should Avoid
Credit Hours: 3.0
Module: 7
 - 3.2.10.4 Course Title: Danger in Plain Sight: Understanding Lead Paint for Property Managers
Credit Hours: 3.0
Module: 7
 - 3.2.10.5 Course Title: How to Work with Real Estate Investors – Part I
Credit Hours: 3.0
Module: 7

- 3.2.10.6 Course Title: Mortgages, Loans and Laws – How they Help Your Client
Credit Hours: 3.0
Module: 7
- 3.2.10.7 Course Title: Niche Marketing: Narrow Your Focus
Credit Hours: 3.0
Module: 7
- 3.2.10.8 Course Title: Preparing a Listing Agreement – An In-Depth Look
Credit Hours: 4.0
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Credit Hours: 3.0
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Module: 7
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Credit Hours: 3.0
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- 3.2.10.12 Course Title: The Power of Exchange: Discover the Value of 1031 Tax Deferred Exchanges
Credit Hours: 3.0
Module: 7
- *3.2.11 Course Provider: Central Delaware Real Estate Academy, LLC
 - 3.2.11.1 Course Title: Module 5 – Legislative Update
Credit Hours: 3.0
Module: 5
- *3.2.12 Course Provider: Keller Williams Realty
 - 3.2.12.1 Course Title: Fair Housing The Way It Is!
Credit Hours: 3.0
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- *3.2.13 Course Provider: Kent County Association of Realtors
 - 3.2.13.1 Course Title: Basics of Delaware Residential Landlord Tenant Law
Credit Hours: 3.0
Module(s): 3 or 6 or 7
- *3.2.14 Course Provider: Omega Real Estate School
 - 3.2.14.1 Course Title: Commercial Real Estate Documents
Credit Hours: 3.0
Module: 3

3.3 Review of Instructor Applications

3.3.1 William Brady
Continuing Education: Continuing Education Modules 2 & 6

3.3.2 Deborah Galonsky
Continuing Education: Continuing Education Modules 2 & 6

3.3.3 Susan Flood
Continuing Education: Continuing Education Modules 2 & 6

*3.3.4 Terrence Burke
Continuing Education: Continuing Education Modules: 2, 3, 5, 6 and 7 – Investing in Commercial Property; Introduction to Office Leasing; Introduction to Retail Leasing; How to Use HP 12C Financial Calculator

Pre-Licensing: Real Estate Mathematics

Broker's Course: Valuing Real Property; Real Estate Investment; Mathematics

*3.3.5 Robert Fleck
Continuing Education: Continuing Education Modules 1 – 6; Continuing Education Module 7 – A New Look at Contract Law; Commercial Real Estate: From the Beginning; Common Mistakes Every Agent Should Avoid; Demystifying Appraisals; Mortgages, Loans and Laws – How they Help Your Client; Niche Marketing: Narrow Your Focus; Preparing a Listing Agreement; Real Estate Safety: Protect Yourself During a Showing; The Power of Exchange: Discover the value of 1031 Tax Deferred Exchanges

*3.3.6 Thomas Lundstedt
Continuing Education: Continuing Education Module 7 – How to Work with Real Estate Investors Part 1

*3.3.7 Thomas Martinez
Continuing Education: Continuing Education Module 7 – A Property Manager's War Chest of Tools for Conflict Resolution; Danger in Plain Sight: Understanding Lead Paint for Property Managers; Simple Questions, Big Consequences: How to Avoid Fair Housing Violations as a Property Manager; The Ins and Outs of Property Management

*3.3.8 Francis McCann
Continuing Education: Continuing Education Modules 1, 2, 4, 6 and 7 – CINACS Appraisal

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

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Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules:
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*3.3.10 Susan Mills
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules
1, 2, 4 and 6

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*3.3.11 Michael Rushe
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MEETING DATE AND TIME: Thursday, March 6, 2014 at 9:30 a.m.

**PLACE: Division of Professional Regulation
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Credit Hours: 3.0
Module: 7
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Module: 7
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Credit Hours: 8.0
Module(s): 2 & 6
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 - 3.2.5.1 Course Title: Intro to Commercial Brokerage
Credit Hours: 3.0
Module: 6
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Credit Hours: 3.0
Module: 7
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 - 3.2.7.1 Course Title: The Real Estate Professional's Tool Kit
Credit Hours: 9.0
Module: 2, 4 & 5
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Module: 7
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Credit Hours: 4.0
Module: 7
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Credit Hours: 3.0
Module: 7
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Module: 7
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Credit Hours: 3.0
Module: 7

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Credit Hours: 3.0
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Pre-Licensing: Real Estate Mathematics

Broker's Course: Valuing Real Property; Real Estate Investment; Mathematics

*3.3.5 Robert Fleck
Continuing Education: Continuing Education Modules 1 – 6; Continuing Education Module 7 – A New Look at Contract Law; Commercial Real Estate: From the Beginning; Common Mistakes Every Agent Should Avoid; Demystifying Appraisals; Mortgages, Loans and Laws – How they Help Your Client; Niche Marketing: Narrow Your Focus; Preparing a Listing Agreement; Real Estate Safety: Protect Yourself During a Showing; The Power of Exchange: Discover the value of 1031 Tax Deferred Exchanges

*3.3.6 Thomas Lundstedt
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*3.3.7 Thomas Martinez
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*3.3.8 Francis McCann
Continuing Education: Continuing Education Modules 1, 2, 4, 6 and 7 – CINACS Appraisal

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

*3.3.9 Colin McGowan
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules:
1 – 6; Continuing Education Module 7 – Foreclosure; Short Sales Real Estate Hot
Buttons and Issues

*3.3.10 Susan Mills
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules
1, 2, 4 and 6

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*3.3.11 Michael Rushe
Continuing Education: Continuing Education Modules 3, 6 and 7 – Residential
Landlord Tenant Code

3.4 Review of Student Requests for Approval of Continuing Education

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Course Title: Introduction to Commercial Real Estate
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

3.4.2 Student Name: Carol Sue Crimmins
Course Title: New Salesperson Module 3 – Seller Representation
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0

Requesting Approval for Module: 7

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Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

3.4.4 Student Name: Kathleen Irwin
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Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

*3.4.5 Student Name: Mark Souder
Course Title: Real Estate Documents
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

*3.4.6 Student Name: Richard Flaim
Course Title: Residential Leasing
Course Provider: Delaware Association of Realtors
Credit Hours: 3.0

Module: 7

- *3.5 Review Request for Reconsideration from Louise Thaxton Requesting Approval to Teach Module 3
- *3.6 Review Request for Course Title Change from Sussex County Association of Realtors
- 4.0 Correspondence
 - 4.1 Change of Ownership from OnCourse Learning
- 5.0 Other Business before the Committee (for discussion only)
- 6.0 Public Comment
- 7.0 Next Meeting – April 3, 2014 at 9:30 a.m.
- 8.0 Adjournment

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, March 6, 2014 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

**AMENDED AGENDA
(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – February 6, 2014
- 3.0 New Business
 - 3.1 Update from the Commission – Ms. Williams
 - 3.2 Review of Course Provider Applications
 - 3.2.1 Course Provider: Century 21 Gold Key Realty
 - 3.2.1.1 Course Title: Short Sales, Foreclosures, & REO: Delaware
Credit Hours: 3.0
Module: 6
 - 3.2.2 Course Provider: Delaware State University and Johns Hopkins Carey Business School
 - 3.2.2.1 Course Title: CRE Economic Development Strategies/Connectivity to Social Value Creation
Credit Hours: 3.0
Module: 7
 - 3.2.3 Course Provider: Kent County Association of Realtors
 - 3.2.3.1 Course Title: Construction, Environmental Hazards & Wood Destroying Insects
Credit Hours: 3.0
Module: 7
 - 3.2.3.2 Course Title: Stucco – The Nitty Gritty
Credit Hours: 3.0
Module: 7

- 3.2.4 Course Provider: Lorman Business Center, Inc. dba Lorman Education Services
 - 3.2.4.1 Course Title: Landlord and Tenant Law in Delaware
Credit Hours: 8.0
Module(s): 2 & 6
- 3.2.5 Course Provider: Omega Real Estate School
 - 3.2.5.1 Course Title: Intro to Commercial Brokerage
Credit Hours: 3.0
Module: 6
- 3.2.6 Course Provider: Servpro Industries, Inc.
 - 3.2.6.1 Course Title: Understanding Mold in the Restoration Industry
Credit Hours: 3.0
Module: 7
- 3.2.7 Course Provider: Sussex County Association of Realtors
 - 3.2.7.1 Course Title: The Real Estate Professional's Tool Kit
Credit Hours: 9.0
Module: 2, 4 & 5
- 3.2.8 Course Provider: The CE Shop, Inc.
 - 3.2.8.1 Course Title: Delaware Legislative Issues
Credit Hours: 3.0
Module: 5
- 3.2.9 Course Provider: The Frederick Academy of Real Estate
 - 3.2.9.1 Course Title: Delaware 96 Hour Broker/Associate Broker Licensing Course
Credit Hours: 96.0
- *3.2.10 Course Provider: American School of Real Estate Express, LLC
 - 3.2.10.1 Course Title: A Property Manager's War Chest of Tools for Conflict Resolution
Credit Hours: 3.0
Module: 7
 - 3.2.10.2 Course Title: Commercial Real Estate: From the Beginning
Credit Hours: 4.0
Module: 7
 - 3.2.10.3 Course Title: Common Mistakes Every Agent Should Avoid
Credit Hours: 3.0
Module: 7
 - 3.2.10.4 Course Title: Danger in Plain Sight: Understanding Lead Paint for Property Managers
Credit Hours: 3.0
Module: 7
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Credit Hours: 3.0
Module: 7

- 3.2.10.6 Course Title: Mortgages, Loans and Laws – How they Help Your Client
Credit Hours: 3.0
Module: 7
- 3.2.10.7 Course Title: Niche Marketing: Narrow Your Focus
Credit Hours: 3.0
Module: 7
- 3.2.10.8 Course Title: Preparing a Listing Agreement – An In-Depth Look
Credit Hours: 4.0
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Module: 7
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Module: 7
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Credit Hours: 3.0
Module: 7
- 3.2.10.12 Course Title: The Power of Exchange: Discover the Value of 1031 Tax Deferred Exchanges
Credit Hours: 3.0
Module: 7
- *3.2.11 Course Provider: Central Delaware Real Estate Academy, LLC
 - 3.2.11.1 Course Title: Module 5 – Legislative Update
Credit Hours: 3.0
Module: 5
- *3.2.12 Course Provider: Keller Williams Realty
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Credit Hours: 3.0
Module: 1
- *3.2.13 Course Provider: Kent County Association of Realtors
 - 3.2.13.1 Course Title: Basics of Delaware Residential Landlord Tenant Law
Credit Hours: 3.0
Module(s): 3 or 6 or 7
- *3.2.14 Course Provider: Omega Real Estate School
 - 3.2.14.1 Course Title: Commercial Real Estate Documents
Credit Hours: 3.0
Module: 3

3.3 Review of Instructor Applications

3.3.1 William Brady
Continuing Education: Continuing Education Modules 2 & 6

3.3.2 Deborah Galonsky
Continuing Education: Continuing Education Modules 2 & 6

3.3.3 Susan Flood
Continuing Education: Continuing Education Modules 2 & 6

*3.3.4 Terrence Burke
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Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1, 2, 4 and 6

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

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MEETING DATE AND TIME: Thursday, March 6, 2014 at 9:30 a.m.

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Module: 7
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Module: 7
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Credit Hours: 9.0
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Credit Hours: 3.0
Module: 7
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Credit Hours: 4.0
Module: 7
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Credit Hours: 3.0
Module: 7
 - 3.2.10.4 Course Title: Danger in Plain Sight: Understanding Lead Paint for Property Managers
Credit Hours: 3.0
Module: 7
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Module: 7

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 - 3.2.11.1 Course Title: Module 5 – Legislative Update
Credit Hours: 3.0
Module: 5
- *3.2.12 Course Provider: Keller Williams Realty
 - 3.2.12.1 Course Title: Fair Housing The Way It Is!
Credit Hours: 3.0
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- *3.2.13 Course Provider: Kent County Association of Realtors
 - 3.2.13.1 Course Title: Basics of Delaware Residential Landlord Tenant Law
Credit Hours: 3.0
Module(s): 3 or 6 or 7
- *3.2.14 Course Provider: Omega Real Estate School
 - 3.2.14.1 Course Title: Commercial Real Estate Documents
Credit Hours: 3.0
Module: 3

3.3 Review of Instructor Applications

3.3.1 William Brady
Continuing Education: Continuing Education Modules 2 & 6

3.3.2 Deborah Galonsky
Continuing Education: Continuing Education Modules 2 & 6

3.3.3 Susan Flood
Continuing Education: Continuing Education Modules 2 & 6

*3.3.4 Terrence Burke
Continuing Education: Continuing Education Modules: 2, 3, 5, 6 and 7 – Investing in Commercial Property; Introduction to Office Leasing; Introduction to Retail Leasing; How to Use HP 12C Financial Calculator

Pre-Licensing: Real Estate Mathematics

Broker's Course: Valuing Real Property; Real Estate Investment; Mathematics

*3.3.5 Robert Fleck
Continuing Education: Continuing Education Modules 1 – 6; Continuing Education Module 7 – A New Look at Contract Law; Commercial Real Estate: From the Beginning; Common Mistakes Every Agent Should Avoid; Demystifying Appraisals; Mortgages, Loans and Laws – How they Help Your Client; Niche Marketing: Narrow Your Focus; Preparing a Listing Agreement; Real Estate Safety: Protect Yourself During a Showing; The Power of Exchange: Discover the value of 1031 Tax Deferred Exchanges

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Continuing Education: Continuing Education Module 7 – How to Work with Real Estate Investors Part 1

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Broker's Course: Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

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Buttons and Issues

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*3.3.11 Michael Rushe
Continuing Education: Continuing Education Modules 3, 6 and 7 – Residential
Landlord Tenant Code

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Course Title: Introduction to Commercial Real Estate
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

3.4.2 Student Name: Carol Sue Crimmins
Course Title: New Salesperson Module 3 – Seller Representation
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0

Requesting Approval for Module: 7

3.4.3 Student Name: Dawn Holloway
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Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

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Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
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Course Title: Real Estate Documents
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

*3.4.6 Student Name: Richard Flaim
Course Title: Residential Leasing
Course Provider: Delaware Association of Realtors
Credit Hours: 3.0

Module: 7

- *3.5 Review Request for Reconsideration from Louise Thaxton Requesting Approval to Teach Module 3
- *3.6 Review Request for Course Title Change from Sussex County Association of Realtors
- 4.0 Correspondence
 - 4.1 Change of Ownership from OnCourse Learning
- 5.0 Other Business before the Committee (for discussion only)
- 6.0 Public Comment
- 7.0 Next Meeting – April 3, 2014 at 9:30 a.m.
- 8.0 Adjournment

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**STATE OF DELAWARE
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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, March 6, 2014 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

**AMENDED AGENDA
(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – February 6, 2014
- 3.0 New Business
 - 3.1 Update from the Commission – Ms. Williams
 - 3.2 Review of Course Provider Applications
 - 3.2.1 Course Provider: Century 21 Gold Key Realty
 - 3.2.1.1 Course Title: Short Sales, Foreclosures, & REO: Delaware
Credit Hours: 3.0
Module: 6
 - 3.2.2 Course Provider: Delaware State University and Johns Hopkins Carey Business School
 - 3.2.2.1 Course Title: CRE Economic Development Strategies/Connectivity to Social Value Creation
Credit Hours: 3.0
Module: 7
 - 3.2.3 Course Provider: Kent County Association of Realtors
 - 3.2.3.1 Course Title: Construction, Environmental Hazards & Wood Destroying Insects
Credit Hours: 3.0
Module: 7
 - 3.2.3.2 Course Title: Stucco – The Nitty Gritty
Credit Hours: 3.0
Module: 7

- 3.2.4 Course Provider: Lorman Business Center, Inc. dba Lorman Education Services
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Credit Hours: 8.0
Module(s): 2 & 6
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 - 3.2.5.1 Course Title: Intro to Commercial Brokerage
Credit Hours: 3.0
Module: 6
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 - 3.2.6.1 Course Title: Understanding Mold in the Restoration Industry
Credit Hours: 3.0
Module: 7
- 3.2.7 Course Provider: Sussex County Association of Realtors
 - 3.2.7.1 Course Title: The Real Estate Professional's Tool Kit
Credit Hours: 9.0
Module: 2, 4 & 5
- 3.2.8 Course Provider: The CE Shop, Inc.
 - 3.2.8.1 Course Title: Delaware Legislative Issues
Credit Hours: 3.0
Module: 5
- 3.2.9 Course Provider: The Frederick Academy of Real Estate
 - 3.2.9.1 Course Title: Delaware 96 Hour Broker/Associate Broker Licensing Course
Credit Hours: 96.0
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 - 3.2.10.1 Course Title: A Property Manager's War Chest of Tools for Conflict Resolution
Credit Hours: 3.0
Module: 7
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Credit Hours: 4.0
Module: 7
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Credit Hours: 3.0
Module: 7
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Credit Hours: 3.0
Module: 7
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Credit Hours: 3.0
Module: 7

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MEETING DATE AND TIME: Thursday, March 6, 2014 at 9:30 a.m.

**PLACE: Division of Professional Regulation
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Credit Hours: 3.0
Module: 7
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Credit Hours: 8.0
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Credit Hours: 9.0
Module: 2, 4 & 5
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Module: 7
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Credit Hours: 4.0
Module: 7
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Credit Hours: 3.0
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Module: 7
 - 3.2.10.5 Course Title: How to Work with Real Estate Investors – Part I
Credit Hours: 3.0
Module: 7

- 3.2.10.6 Course Title: Mortgages, Loans and Laws – How they Help Your Client
Credit Hours: 3.0
Module: 7
- 3.2.10.7 Course Title: Niche Marketing: Narrow Your Focus
Credit Hours: 3.0
Module: 7
- 3.2.10.8 Course Title: Preparing a Listing Agreement – An In-Depth Look
Credit Hours: 4.0
Module: 7
- 3.2.10.9 Course Title: Real Estate Safety: Protect Yourself During a Showing
Credit Hours: 3.0
Module: 7
- 3.2.10.10 Course Title: Simple Questions, Big Consequences: How to Avoid Fair Housing Violations as a Property Manager
Credit Hours: 3.0
Module: 7
- 3.2.10.11 Course Title: The Ins and Outs of Property Management
Credit Hours: 3.0
Module: 7
- 3.2.10.12 Course Title: The Power of Exchange: Discover the Value of 1031 Tax Deferred Exchanges
Credit Hours: 3.0
Module: 7
- *3.2.11 Course Provider: Central Delaware Real Estate Academy, LLC
 - 3.2.11.1 Course Title: Module 5 – Legislative Update
Credit Hours: 3.0
Module: 5
- *3.2.12 Course Provider: Keller Williams Realty
 - 3.2.12.1 Course Title: Fair Housing The Way It Is!
Credit Hours: 3.0
Module: 1
- *3.2.13 Course Provider: Kent County Association of Realtors
 - 3.2.13.1 Course Title: Basics of Delaware Residential Landlord Tenant Law
Credit Hours: 3.0
Module(s): 3 or 6 or 7
- *3.2.14 Course Provider: Omega Real Estate School
 - 3.2.14.1 Course Title: Commercial Real Estate Documents
Credit Hours: 3.0
Module: 3

3.3 Review of Instructor Applications

3.3.1 William Brady
Continuing Education: Continuing Education Modules 2 & 6

3.3.2 Deborah Galonsky
Continuing Education: Continuing Education Modules 2 & 6

3.3.3 Susan Flood
Continuing Education: Continuing Education Modules 2 & 6

*3.3.4 Terrence Burke
Continuing Education: Continuing Education Modules: 2, 3, 5, 6 and 7 – Investing in Commercial Property; Introduction to Office Leasing; Introduction to Retail Leasing; How to Use HP 12C Financial Calculator

Pre-Licensing: Real Estate Mathematics

Broker's Course: Valuing Real Property; Real Estate Investment; Mathematics

*3.3.5 Robert Fleck
Continuing Education: Continuing Education Modules 1 – 6; Continuing Education Module 7 – A New Look at Contract Law; Commercial Real Estate: From the Beginning; Common Mistakes Every Agent Should Avoid; Demystifying Appraisals; Mortgages, Loans and Laws – How they Help Your Client; Niche Marketing: Narrow Your Focus; Preparing a Listing Agreement; Real Estate Safety: Protect Yourself During a Showing; The Power of Exchange: Discover the value of 1031 Tax Deferred Exchanges

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Continuing Education: Continuing Education Module 7 – How to Work with Real Estate Investors Part 1

*3.3.7 Thomas Martinez
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Broker's Course: Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

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*3.3.11 Michael Rushe
Continuing Education: Continuing Education Modules 3, 6 and 7 – Residential Landlord Tenant Code

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Course Title: Introduction to Commercial Real Estate
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

3.4.2 Student Name: Carol Sue Crimmins
Course Title: New Salesperson Module 3 – Seller Representation
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0

Requesting Approval for Module: 7

3.4.3 Student Name: Dawn Holloway
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Course Provider: Sussex County Association of Realtors
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Credit Hours: 3.0
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Course Title: Real Estate Documents
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Credit Hours: 3.0
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Course Title: Residential Leasing
Course Provider: Delaware Association of Realtors
Credit Hours: 3.0

Module: 7

- *3.5 Review Request for Reconsideration from Louise Thaxton Requesting Approval to Teach Module 3
- *3.6 Review Request for Course Title Change from Sussex County Association of Realtors
- 4.0 Correspondence
 - 4.1 Change of Ownership from OnCourse Learning
- 5.0 Other Business before the Committee (for discussion only)
- 6.0 Public Comment
- 7.0 Next Meeting – April 3, 2014 at 9:30 a.m.
- 8.0 Adjournment

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, March 6, 2014 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

**AMENDED AGENDA
(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – February 6, 2014
- 3.0 New Business
 - 3.1 Update from the Commission – Ms. Williams
 - 3.2 Review of Course Provider Applications
 - 3.2.1 Course Provider: Century 21 Gold Key Realty
 - 3.2.1.1 Course Title: Short Sales, Foreclosures, & REO: Delaware
Credit Hours: 3.0
Module: 6
 - 3.2.2 Course Provider: Delaware State University and Johns Hopkins Carey Business School
 - 3.2.2.1 Course Title: CRE Economic Development Strategies/Connectivity to Social Value Creation
Credit Hours: 3.0
Module: 7
 - 3.2.3 Course Provider: Kent County Association of Realtors
 - 3.2.3.1 Course Title: Construction, Environmental Hazards & Wood Destroying Insects
Credit Hours: 3.0
Module: 7
 - 3.2.3.2 Course Title: Stucco – The Nitty Gritty
Credit Hours: 3.0
Module: 7

- 3.2.4 Course Provider: Lorman Business Center, Inc. dba Lorman Education Services
 - 3.2.4.1 Course Title: Landlord and Tenant Law in Delaware
Credit Hours: 8.0
Module(s): 2 & 6
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 - 3.2.5.1 Course Title: Intro to Commercial Brokerage
Credit Hours: 3.0
Module: 6
- 3.2.6 Course Provider: Servpro Industries, Inc.
 - 3.2.6.1 Course Title: Understanding Mold in the Restoration Industry
Credit Hours: 3.0
Module: 7
- 3.2.7 Course Provider: Sussex County Association of Realtors
 - 3.2.7.1 Course Title: The Real Estate Professional's Tool Kit
Credit Hours: 9.0
Module: 2, 4 & 5
- 3.2.8 Course Provider: The CE Shop, Inc.
 - 3.2.8.1 Course Title: Delaware Legislative Issues
Credit Hours: 3.0
Module: 5
- 3.2.9 Course Provider: The Frederick Academy of Real Estate
 - 3.2.9.1 Course Title: Delaware 96 Hour Broker/Associate Broker Licensing Course
Credit Hours: 96.0
- *3.2.10 Course Provider: American School of Real Estate Express, LLC
 - 3.2.10.1 Course Title: A Property Manager's War Chest of Tools for Conflict Resolution
Credit Hours: 3.0
Module: 7
 - 3.2.10.2 Course Title: Commercial Real Estate: From the Beginning
Credit Hours: 4.0
Module: 7
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Module: 3

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Module: 7

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, March 6, 2014 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

**AMENDED AGENDA
(Amended items are denoted with an asterisk)**

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Credit Hours: 3.0
Module: 7
 - 3.2.3 Course Provider: Kent County Association of Realtors
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Credit Hours: 3.0
Module: 7
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Credit Hours: 8.0
Module(s): 2 & 6
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Credit Hours: 3.0
Module: 7
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 - 3.2.7.1 Course Title: The Real Estate Professional's Tool Kit
Credit Hours: 9.0
Module: 2, 4 & 5
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Credit Hours: 9.0
Module: 2, 4 & 5
- 3.2.8 Course Provider: The CE Shop, Inc.
 - 3.2.8.1 Course Title: Delaware Legislative Issues
Credit Hours: 3.0
Module: 5
- 3.2.9 Course Provider: The Frederick Academy of Real Estate
 - 3.2.9.1 Course Title: Delaware 96 Hour Broker/Associate Broker Licensing Course
Credit Hours: 96.0
- *3.2.10 Course Provider: American School of Real Estate Express, LLC
 - 3.2.10.1 Course Title: A Property Manager's War Chest of Tools for Conflict Resolution
Credit Hours: 3.0
Module: 7
 - 3.2.10.2 Course Title: Commercial Real Estate: From the Beginning
Credit Hours: 4.0
Module: 7
 - 3.2.10.3 Course Title: Common Mistakes Every Agent Should Avoid
Credit Hours: 3.0
Module: 7
 - 3.2.10.4 Course Title: Danger in Plain Sight: Understanding Lead Paint for Property Managers
Credit Hours: 3.0
Module: 7
 - 3.2.10.5 Course Title: How to Work with Real Estate Investors – Part I
Credit Hours: 3.0
Module: 7

- 3.2.10.6 Course Title: Mortgages, Loans and Laws – How they Help Your Client
Credit Hours: 3.0
Module: 7
- 3.2.10.7 Course Title: Niche Marketing: Narrow Your Focus
Credit Hours: 3.0
Module: 7
- 3.2.10.8 Course Title: Preparing a Listing Agreement – An In-Depth Look
Credit Hours: 4.0
Module: 7
- 3.2.10.9 Course Title: Real Estate Safety: Protect Yourself During a Showing
Credit Hours: 3.0
Module: 7
- 3.2.10.10 Course Title: Simple Questions, Big Consequences: How to Avoid Fair Housing Violations as a Property Manager
Credit Hours: 3.0
Module: 7
- 3.2.10.11 Course Title: The Ins and Outs of Property Management
Credit Hours: 3.0
Module: 7
- 3.2.10.12 Course Title: The Power of Exchange: Discover the Value of 1031 Tax Deferred Exchanges
Credit Hours: 3.0
Module: 7
- *3.2.11 Course Provider: Central Delaware Real Estate Academy, LLC
 - 3.2.11.1 Course Title: Module 5 – Legislative Update
Credit Hours: 3.0
Module: 5
- *3.2.12 Course Provider: Keller Williams Realty
 - 3.2.12.1 Course Title: Fair Housing The Way It Is!
Credit Hours: 3.0
Module: 1
- *3.2.13 Course Provider: Kent County Association of Realtors
 - 3.2.13.1 Course Title: Basics of Delaware Residential Landlord Tenant Law
Credit Hours: 3.0
Module(s): 3 or 6 or 7
- *3.2.14 Course Provider: Omega Real Estate School
 - 3.2.14.1 Course Title: Commercial Real Estate Documents
Credit Hours: 3.0
Module: 3

3.3 Review of Instructor Applications

3.3.1 William Brady
Continuing Education: Continuing Education Modules 2 & 6

3.3.2 Deborah Galonsky
Continuing Education: Continuing Education Modules 2 & 6

3.3.3 Susan Flood
Continuing Education: Continuing Education Modules 2 & 6

*3.3.4 Terrence Burke
Continuing Education: Continuing Education Modules: 2, 3, 5, 6 and 7 – Investing in Commercial Property; Introduction to Office Leasing; Introduction to Retail Leasing; How to Use HP 12C Financial Calculator

Pre-Licensing: Real Estate Mathematics

Broker's Course: Valuing Real Property; Real Estate Investment; Mathematics

*3.3.5 Robert Fleck
Continuing Education: Continuing Education Modules 1 – 6; Continuing Education Module 7 – A New Look at Contract Law; Commercial Real Estate: From the Beginning; Common Mistakes Every Agent Should Avoid; Demystifying Appraisals; Mortgages, Loans and Laws – How they Help Your Client; Niche Marketing: Narrow Your Focus; Preparing a Listing Agreement; Real Estate Safety: Protect Yourself During a Showing; The Power of Exchange: Discover the value of 1031 Tax Deferred Exchanges

*3.3.6 Thomas Lundstedt
Continuing Education: Continuing Education Module 7 – How to Work with Real Estate Investors Part 1

*3.3.7 Thomas Martinez
Continuing Education: Continuing Education Module 7 – A Property Manager's War Chest of Tools for Conflict Resolution; Danger in Plain Sight: Understanding Lead Paint for Property Managers; Simple Questions, Big Consequences: How to Avoid Fair Housing Violations as a Property Manager; The Ins and Outs of Property Management

*3.3.8 Francis McCann
Continuing Education: Continuing Education Modules 1, 2, 4, 6 and 7 – CINACS Appraisal

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage (Sales Management); Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

*3.3.9 Colin McGowan
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules: 1 – 6; Continuing Education Module 7 – Foreclosure; Short Sales Real Estate Hot Buttons and Issues

*3.3.10 Susan Mills
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1, 2, 4 and 6

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

*3.3.11 Michael Rushe
Continuing Education: Continuing Education Modules 3, 6 and 7 – Residential Landlord Tenant Code

3.4 Review of Student Requests for Approval of Continuing Education

3.4.1 Student Name: Richard Bryan
Course Title: Introduction to Commercial Real Estate
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

3.4.2 Student Name: Carol Sue Crimmins
Course Title: New Salesperson Module 3 – Seller Representation
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0

Requesting Approval for Module: 7

3.4.3 Student Name: Dawn Holloway
Course Title: New Salesperson Module 3 – Seller Representation
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

3.4.4 Student Name: Kathleen Irwin
Course Title: NAR Ethics
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

*3.4.5 Student Name: Mark Souder
Course Title: Real Estate Documents
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

*3.4.6 Student Name: Richard Flaim
Course Title: Residential Leasing
Course Provider: Delaware Association of Realtors
Credit Hours: 3.0

Module: 7

- *3.5 Review Request for Reconsideration from Louise Thaxton Requesting Approval to Teach Module 3
- *3.6 Review Request for Course Title Change from Sussex County Association of Realtors
- 4.0 Correspondence
 - 4.1 Change of Ownership from OnCourse Learning
- 5.0 Other Business before the Committee (for discussion only)
- 6.0 Public Comment
- 7.0 Next Meeting – April 3, 2014 at 9:30 a.m.
- 8.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.